

NO STOCK-BROOKLYN
APRIL, 1995

CURRENTLY

CONTINGENCY FUND TOTAL = \$ 45,400.

ALL 12 S/Rs AND 1 S/R-T CARRY STOCK.

12 ASSIGNMENTS AND 1 VERTICAL COVERAGE.

PROPOSED

CONTINGENCY FUNDS FOR 8 S/Rs REDUCED TO \$ 500.

MANAGER'S CONTINGENCY FUNDS REDUCED TO \$ 1000.

4 S/Rs CONTINGENCY FUNDS REDUCED TO \$ 2500.

THESE S/Rs WILL WORK "C" CALLS TO REDUCE
LARGE VOLUME/SHARE LOSS UNTIL RETAILERS
BEGIN ORDERING OUR PRODUCTS THEMSELVES
AND/OR OUR DPC/VALUE ADDED PROGRAMS
ARE DEVELOPED FURTHER.

S/R-T FUND REDUCTION TO \$2000.

NO EMPLOYEE CARRYING STOCK WILL CARRY PROMOTIONS.

2 ASSIGNMENTS OF THE 8 IN BROOKLYN WHICH ARE MADE UP
ALMOST ENTIRELY BY LOW VOLUME CALLS WILL REMAIN
UNCHANGED WITH REDUCED CONTINGENCY PER ABOVE.

THE BALANCE OF THE "C" CALLS IN THE OTHER 6 BROOKLYN
ASSIGNMENTS WILL BE DIVIDED BETWEEN 2 S/Rs ALSO WITH
REDUCED CONTINGENCIES.

3 STATEN ISLAND ASSIGNMENTS WILL REMAIN UNCHANGED
WITH VERTICAL SUPPORT OF AN S/R-T TO CALL ON "C" CALLS
AND ENSURE SMOOTH TRANSITION OF VALUE ADDED IN LARGE
VOLUME ACCOUNTS.

TOTAL REDUCTION OF CONTINGENCY FUNDS = \$ 27,400.

51843 0443